

AngusSource®/Gateway Producer Participant Manual

AngusSource is a USDA Process Verified Program (PVP). There are two tiers of the PVP that producers may enroll in. 1 – **AngusSource** is for **Angus-sired calves** and documents source, group age and a minimum of 50% Angus genetics. All calves must be sired by a registered Angus bull, enrolled by the ranch of origin and have a known group age of month/day/year.

2 – **Gateway** has no genetic requirements. Gateway documents source and group age only. All calves must be enrolled by the ranch of origin and have a known group age of month/day/year.

The following steps must be completed to enroll cattle in AngusSource (AS) and/or the Gateway (GW) program:

1. Complete the AngusSource/Gateway Enrollment Form/Agreement (ENR 200/300) and submit to AngusSource. You will complete the ENR 200/300 each time you enroll. The questions you answer on the Enrollment Form **MUST** be accurate and applicable to your entire operation. We realize there may be calves on the operation you do not intend to enroll, but they must still be included on the ENR 200/300.
2. Contact AngusSource via phone to complete the Producer Training and evaluation. **Training/evaluation will be done with each enrollment.**
3. Make sure required records/documentation pertaining to Source, Group Age and Genetics (AS only) is available.
 - a. Submitting these prior to completing training and cattle enrollment will expedite the enrollment process.
 - b. AngusSource/Gateway Program Requirements (RQMT 200) outlines acceptable records/documentation.
4. Contact AngusSource to enroll cattle in the program. There is a \$50 fee per enrollment group.
 - a. Complete cattle enrollment over the phone with AngusSource staff by providing the source, group age and genetic information pertaining to the set of cattle you are enrolling. During enrollment, AngusSource staff will ask questions pertaining to the breeding, calving and overall management of your cow herd. Please have bull turnout records, breeding records and calving records available.
 - b. You must submit copies of documentation/records relevant to the set of cattle you are enrolling in AngusSource/Gateway. These documents/records may be faxed or sent by mail. Copies submitted to AngusSource must be photocopies of the ORIGINAL records. Do not re-copy records by hand, handwritten copies will be returned to you. You must submit a photocopy of the actual record you will be retaining at the ranch.
 - Some management practices will require an on-site review prior to completion of cattle enrollment. In most cases on-site reviews for AngusSource are conducted at no charge to the producer. In certain situations, charges may apply. If enrolling in Gateway the cost of an on-site is \$150 plus travel costs.
 - c. Once your enrollment in AngusSource/Gateway is approved by AngusSource it is processed and your identification devices (tags) are ordered.
 - d. You are responsible for the purchase and placement of the identification devices (tags). Identification devices are linked to the Verification Certificate that documents the source, group age and genetics (AS only) of the cattle you enrolled.
5. A Verification Certificate is created for all program cattle. The AngusSource Verification Certificate documents the genetics, source and group age for the set of enrolled cattle. Average EPDs and \$Values will be printed for the sire group. A complete list of sires with individual EPDs/\$Values may be viewed online at www.angussource.com. The Gateway Verification Certificate documents the source and group age. The Verification Certificates are stored electronically by the AAA, and may be accessed at anytime by individuals contacting the AAA with the “Group Lot” identification which consists of the state code, lot number and customer code printed on the tag. i.e. **MO01 325897**. An official copy will be mailed to you following enrollment.

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6. The Verification Certificate may be customized for replacement females or feeder cattle if the Producer Participant wishes. Additional information pertaining to management and past group performance may be added. If sale date information is included, the Document will be activated as an online listing of cattle available for sale, and remain active for a period of 90 days prior to the date of sale. These listings are sent via e-mail to feedyards, auction markets and other individuals who have expressed interest in locating verified cattle. Verification Certificates may be printed by Producer Participants for distribution.
7. Producer Participants may log on at www.angussource.com to print Verification Certificates or to customize them. This may also be done over the phone by contacting AngusSource.

Additional Information may include the following:

- Contact information
- Weaning date
- Sale information
- % Black hided
- Health/management practices
- Past group performance
- Additional comments

If customizing a Document for **replacement females**, the following information is needed:

- Category i.e. open heifers, bred heifers, bred cows, cow-calf pairs
- Average weight
- Average age in months/years
- Expected calving dates if applicable
- Service sire(s) if applicable
- Pregnancy checked if applicable
- Brand location if applicable

If customizing a Document for **feeder cattle**, the following information is needed:

- Brand location if applicable
- Number of steers/heifers
- Average weight
- “natural” claims

IDENTIFICATION DEVICES

Once you complete and submit your Producer Participant Enrollment Form and Agreement complete the Producer Training and are approved by AngusSource, you will be eligible to enroll cattle. AngusSource and Gateway are not tagging programs, they are marketing programs. Enrolled cattle are identified with official program tags.

If enrolling in AngusSource, the visual tag is available for \$1/head, RFID is available for \$2.25/head and a Choice set (includes both RFID and visual tag) is available for \$3.25/head. All tags are shipped directly to your ranch.

If enrolling in Gateway, the visual tag is available for \$2/head, RFID is available for \$3/head and a Choice set (includes both RFID and visual tag) is available for \$5/head. All tags are shipped directly to your ranch.

“840” tag options are also available. The “840” tag is an official ear tag that can be used for all regulatory programs such as interstate commerce, disease control programs, etc. The U.S. shield is printed on the front of the tag and the tag back. “Unlawful to remove” is printed on the back and an “840” number will replace the traditional “985” and “USA” numbering schemes on the original program tag. If you would like to utilize “840” tags you must have registered your premise. Tag numbers allocated to you will be uploaded to the National Animal Identification System (NAIS) database. “840” tags are available for the same price as the visual, RFID and Choice sets in each program.

Producer Participants are responsible for the purchase and placement of the AngusSource and Gateway program tags.

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AngusSource Program Tag Options – tags are white



Visual tag (\$1.00/head)



RFID tag (\$2.25/head)



Choice set (\$3.25/head)

AngusSource program tags are available with “traditional” 15-digit numbering schemes (“USA” for visual option and “985” for RFID and Choice set options) as well as “840” tag options.

Gateway Program Tag Options – tags are yellow



Visual tag (\$2/head)



RFID tag (\$3/head)



Choice set (\$5/head)

Gateway program tags are available with “traditional” 15-digit numbering schemes (“USA” for visual option and “985” for RFID and Choice set options) as well as “840” tag options.

REPLACEMENT TAGS

Replacement tags are available on a case by case basis. Following enrollment you will receive a Replacement Tag Request Form (ID 280) which is used to submit a request for replacement tags. The cost of replacement tags for AngusSource is \$1/visual, \$2.25/RFID and \$3.25/Choice set. The cost of replacement tags for Gateway is \$2/visual, \$3/RFID and \$5/Choice set. There is a minimum charge of \$5 per request. All replacement tags must be paid for prior to them being issued.

DOCUMENTATION/RECORD REQUIREMENTS

Documentation/Record requirements can be found on Program Requirements (RQMT 200).

ENROLLMENT REQUIREMENTS

For AngusSource

1. Only cattle sired by a registered Angus bull are eligible for enrollment in AngusSource.
 - a. Registration numbers of all sire's must be submitted to AngusSource. This includes owned, leased, AI, and service sires of any females that were purchased bred.

For both AngusSource and Gateway:

2. Cattle may only be enrolled by the ranch of origin.
 - a. Cattle that do NOT originate on your operation are NOT eligible for enrollment.
3. Cattle must have known Group Age of month/day/year.
 - a. Group Age is the age of the oldest calf in the group enrolled.
 - b. Cattle may NOT be enrolled prior to first calf born.

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AngusSource®/Gateway Program Participation Requirements

Approved Suppliers

Only approved suppliers may enroll cattle in AngusSource and/or the Gateway program. To become an approved supplier, producers must complete the AngusSource/Gateway Enrollment Form/Agreement (ENR 200/300), complete Producer Training and submit copies of documentation/records pertaining to the Genetics (AngusSource only), Source and Group Age for each group of calves being enrolled. After completion of these requirements, the producer is placed on the approved supplier list and may enroll cattle that meet the AngusSource or Gateway requirements. Documentation/records must be maintained at the ranch for a minimum of three years.

AngusSource/Gateway Enrollment Form/Agreement

The first step to becoming an approved supplier is to complete the AngusSource/Gateway Enrollment Form/Agreement (ENR 200/300). These forms are available upon request from the AAA, or may be downloaded from www.angussource.com. Producers will not be eligible to enroll cattle in AngusSource or Gateway until the Enrollment Form/Agreement is on file with AngusSource. The ENR 200/300 will be completed for each enrollment.

Producer Participant Training

Prior to cattle enrollment, producers will have to complete Producer Training and pass the evaluation with an AngusSource Administrator prior to being accepted as an approved supplier for AngusSource or Gateway. Training and evaluation will take place with each cattle enrollment.

Documentation/Record and Retention Requirements

Photocopies of records pertaining to the Genetics (AngusSource only), Source and Group Age of the cattle being enrolled must be submitted prior to each cattle enrollment. The original records must be kept on-site or electronically for a minimum of three years. Additionally, a copy of the AngusSource/Gateway Program Participation Requirements and AngusSource/Gateway Program Requirements must be kept on-site or electronically accessible at all times.

Identification Devices (Tags)

Once cattle are enrolled in AngusSource or Gateway they are identified by tagging with an official program tag. Only qualifying cattle, properly enrolled in AngusSource or Gateway may be tagged with official program tags (visual, RFID or Choice set). AngusSource tags are tied to the Genetics, Source and Group Age information submitted to the AngusSource program for the specific enrolled set of calves. Gateway Program tags are tied to the Source and Group Age information submitted for the specific enrolled set of calves. Only one tag or Choice set is issued for each calf enrolled. Unused tags **MAY NOT** be used to identify other sets of cattle. Replacement tags are issued on a case by case basis by contacting AngusSource and submitting a completed ID 280 Replacement Tag Request form.

Program Reviews and Producer Participant On-site Reviews

AngusSource completes an annual in-house review and Producer Participant reviews twice a year in order to maintain the integrity of the program and to improve the efficiency of program procedures. In addition some management practices require that producers have an On-site Review prior to the completion of cattle enrollment. By enrolling in AngusSource or Gateway the Producer Participant agrees to comply with review procedures and to present documentation/records requested by the AngusSource/Gateway program representatives for review.

Feedback Form

An AngusSource/Gateway Feedback Form is available upon request from AngusSource. Producer Participants may submit comments, concerns and suggestions related to their experience with AngusSource or Gateway on this form. The AngusSource/Gateway Feedback Form (CSTMR 100) may also be accessed online at www.angussource.com.

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AngusSource[®]/Gateway Program Requirements

Source (Applies to cattle in AngusSource and Gateway Program)

Only cattle enrolled by the original owner, from the ranch of origin are eligible for AngusSource or the Gateway program. Calves that have left the ranch of origin are not eligible for enrollment. By enrolling cattle in AngusSource or the Gateway program the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource or the Gateway program are owned by Producer Participant and originated from the ranch/farm identified by the customer code recorded.
- Original owner is responsible for the purchase and placement of official program tags.

Source Documentation/Record and Retention Requirements:

- Management records relevant to the enrolled calf crop must be maintained on-site for a minimum of three years.

Group Age (Applies to cattle in AngusSource and Gateway Program)

Only cattle with known group age of month/day/year are eligible for AngusSource or the Gateway program. AngusSource and the Gateway program consider “Group Age” as the age of the oldest calf enrolled. All calves enrolled together then share that birth date. By enrolling cattle in AngusSource or the Gateway program the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource or the Gateway program has a known Group Age of month/day/year.
- Record of the actual date of birth of the first calf born within the group being enrolled is maintained.
- Record will consist of month/day/year.
- All calves enrolled as a group will share the birth date of the first calf born.

Group Age Documentation/Record and Retention Requirements:

- A record of individual birth dates or first calf born (along with additional management records) must be maintained on-site or electronically for a minimum of three years.
- Producers who calve year round or have extended breeding seasons are subject to additional record/management requirements.

Genetics (Applies to cattle in AngusSource Only)

Only cattle sired by registered Angus bulls are eligible for the AngusSource program. Each bull listed in the Producer Participant’s ownership by the AAA or leased by the Producer Participant allows enrollment of up to 40 head per calving season. Each straw of semen purchased allows for the enrollment of the (1) resulting calf. By enrolling cattle in AngusSource, the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource are sired by a registered, properly transferred Angus bull.
- Registration numbers of all sire’s are submitted to AngusSource.
 - This includes owned, leased, AI, and service sires of any females that were purchased bred.

Genetic Documentation/Record and Retention Requirements:

- If using owned bulls, all bulls will be properly registered and transferred into Producer Participant’s name. Registration paper(s) will be maintained on-site or electronically for a minimum of three years.
- If using leased bulls, all bulls will be properly registered and transferred into the owner’s name.

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Producer Participant Enrollment Form

Name: _____ Home Phone: _____
 Mailing Address: _____ Cell: _____
 City, State, ZIP: _____ Email: _____

Please list your **AAA customer code here**. It can be found on registration certificates as “current owner” before your name. If you have multiple codes, list all: _____

You must complete the following Producer Participant Agreement

I have read and understand all AngusSource/Gateway Program and Participation requirements (RQMT 100 & 200). I agree to comply with all requirements, and understand that I am responsible for the accuracy of the information provided to the American Angus Association®, and release all information submitted to AngusSource/Gateway. I agree to make available to program representatives all records pertaining to AngusSource/Gateway enrolled cattle. I understand that I am responsible for the accuracy of the information I provide to the AAA, and I release AAA from any liability for errors, mistakes or omissions in the information provided.

Signature AAA Customer Code Date

This form will be completed for each calf enrollment. Training and additional questions will be completed via phone with the AngusSource staff once this form is received. Please return the completed form to AngusSource along with photo copies of the required records.

1. Which program would you like to enroll in: AngusSource Gateway

In order for us to enroll your calves over the phone, we must have a clear picture of your operation. This includes the size of your operation and the number of cows you are running. We realize you may not plan to enroll all of your calves – but all cows must be accounted for below. These “inventories” help provide the documentation needed for the Source claim.

Please fill out the following table. Be as accurate as possible. **Keep in mind what calf crop you are enrolling.** It is easy to give this year’s breeding records instead of those that correspond with the calves you are wishing to enroll. (see the instruction sheet for help)

2. What calf crop are you enrolling? Spring Fall Year? _____

Commercial Cows/Heifers		Registered Cows/Heifers
3	Number of females exposed AI/Natural	[]
4	+ Number of females purchased bred	[]
5	- #Females sold/died/open	[]
6	= Number of females to calve	[]
7	- Death loss	[]
8	+ Twins	[]
9	= Total number of live calves born	[]
10	- # of calves NOT enrolling	[]
11	= Number of calves enrolling	[]

12. Do you have calves from outside sources on your operation? (i.e. purchased, or feeding/backgrounding calves not born on your operation) Yes No

13. Do you run cows on land separate from your main operation?
No Private BLM Forest Service Other: _____

14. Are these cattle managed by your operation (i.e. feed, breed, calve, etc.)? Yes No

15. Are your cattle co-mingled with cattle you do not own? Yes No

CALVING INFORMATION

16. What is the birth date of the first calf born in the group of calves you are enrolling? _____

17. What type of records do you have for the calf crop you are enrolling? (check all that apply)
 Bull turnout date Breeding date First calf born Individual birth records None

Please make a photo copy of your records (minimum first and last calf born) and submit with the enrollment.

SIRE INFORMATION

18. What breed(s) of bulls do you use?

Angus Brangus Charolais Gelbvieh Hereford Limousin Red Angus
 Saler Shorthorn Simmental Brahman Influenced

Other: _____ Other: _____

19. How many bulls are currently on your operation? _____

20. How many bulls were used to sire the calf crop you are enrolling? _____

21. Natural service (owned) _____ Natural service (leased) _____ Artificial Insemination _____

Purchased bred female service sires _____

22. Please record below, or attach a list of the registration numbers of all sires. Record if they are natural (owned), natural (leased), AI or purchased bred female service sires.

RECORD INFORMATION

23. Are records maintained for a minimum of three years? Yes No

24. Are you willing to participate in an on-site review if required or chosen for a re-evaluation (it is a requirement of AngusSource/Gateway that you participate in the reviews)? Yes No

Thank you, we look forward to working with you on your enrollment!

Please send this form and photo copies of your records to:

American Angus Association

Attn: AngusSource

3201 Frederick Ave.

St. Joseph, MO 64506

Fax: 816-383-5195

Instructions for Completing ENR 200/300

The information submitted on the ENR 200/300 is used by our staff when enrolling your calves in the AngusSource and/or Gateway programs. Please make sure the information is accurate and as complete as possible. Once we have received the completed form and copies of your records we will contact you via phone. During the phone interview, we will complete the training/enrollment and ask additional questions regarding the calves you wish to enroll. You will have to complete the form and phone training/enrollment for each calf crop.

Below are instructions outlining the information we are looking for with each question. If you need further clarification please give us a call at 816-383-5100. We look forward to working with you on your enrollment.

1. AngusSource and Gateway both verify source and group age. In order to enroll in AngusSource all of your calves must be sired by registered, properly transferred Angus bulls. Please choose which program you would like to enroll in. Keep in mind, if during the enrollment it is determined that your calves do not meet the genetic requirements of AngusSource you will still have the opportunity to enroll them in Gateway.
2. Please indicate spring or fall and the year the calves were born. Make sure you keep this in the back of your mind as you answer questions 3-11. It is very easy to get confused and write down your most current records instead of those related to the calves you are enrolling.

Questions 3-11 are divided for commercial and registered females. We recommend you read all of the questions prior to beginning to complete the table.

3. We would like to know the number of females exposed during the breeding season that resulted in the calves you are enrolling. For example, if you are enrolling the spring 2011 calves, how many females were exposed during the 2010 breeding season? During the phone interview we will ask for pasture breakdowns if available. You may submit pasture breakdowns on the ENR 200/300. i.e. if there were three breeding pastures, how many females were in each with how many bulls?
4. After breeding season did you purchase any bred females that were then added to the herd? Write that number here. Keep in mind these purchased females will have different service sires – and the registration numbers must be submitted if you are enrolling in AngusSource.
5. Record the number of females that you sold, that died or that preg-checked open prior to the beginning of calving season. When we do the phone interview we will want a breakdown. We realize that some producers move their open cows to another calving season – this will all be discussed on the phone.
6. Add the number on line 4 to the number on line 3 and then subtract the number on line 5. This will give you the total number of females you had on the operation at the beginning of calving season that you expected to calve.
7. Record the number of calves that died during calving season.
8. Record the number of **sets** of twins that were born. Each set resulted in one additional calf.
9. Subtract the number written on line 7 from the number on line 6. Add the number on line 8 and this should be the total number of calves born.
10. Record the number of calves you are NOT enrolling. During the phone interview we will discuss why calves aren't being enrolled.

11. Subtract the number on line 10 from the number on line 9. This should be the total number of calves you wish to enroll.
12. Are there any calves on your operation that were not born there? This would include any graft calves you may have purchased.
13. Please record any “leased” land you may use that is not part of your main operation.
14. Record if you manage the cattle. If you have additional managers please inform our staff during the phone training/enrollment. Keep in mind that they may need to be trained by our staff. The person responsible for the enrollment must be available during an on-site review should one take place.
15. Record if your cattle are commingled.
16. The birth date of the first calf is recorded here. This must be the ACTUAL date of birth. If you are not checking your calves every day you will have an opportunity to explain your calving protocols during the phone interview.
17. Record the type of records you are keeping. You must submit photo copies of the required records along with this completed form.
18. Record the breeds of bulls that were used to sire the calves. List the breeds of ALL bulls – owned, AI and service sires of any purchased bred females. Even if you do not plan to enroll those calves, it must be recorded.
19. Record the number of bulls currently in your bull battery.
20. Record the total number of bulls that sired the calves you are enrolling.
21. Record the “type” of service for the bulls. i.e. the number of natural sires, AI sires, etc.
22. If enrolling in AngusSource, please submit a list of the registration numbers of all sires with the ENR 200/300. If you do not submit a list, the registration numbers will be recorded during the interview.
23. It is a requirement that the records associated with the calves being enrolled be maintained for a minimum of three years. If records currently aren’t maintained that long that is ok, but it must be done in the future.
24. AngusSource and Gateway conduct on-site reviews with their producer participants. Part of this review process requires the records be reviewed. Please indicate whether or not you are willing to participate in the review process.

IMPORTANT REMINDER

If you are feeding out your AngusSource or Gateway ranch-enrolled calves at home and market them as finished cattle directly to a packer, qualifying for the age-verification premiums requires that you also enroll your “feedyard” in a source- and age-verification program.

You have the option to work with other companies for this coverage; however, AngusSource is competitively priced and offers great customer service. If you have any questions please call Ginette Kurtz at 816-383-5135.